

### Development of the Natural Gasoline Industry

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facturer when this period of depression came.

Due doubly to the ease with which they had disposed of the majority of the production in distillate blends, they had made no effort to develop a product that would be useful and desirable in ordinary refinery practice and no attention had been given to the development of a market such as might have aided the industry over these dark days.

Figuratively speaking, it was not until the rocks were in sight that the manufacturers realized the necessity for reducing their production costs, manufacturing a more useful product and developing a nation-wide market for such a product. In a very few months through consolidation of plants, efficient operation and economical management, operating and overhead expenses were materially reduced. In many cases gas contracts were revised to a more equitable basis.

Association Accomplishes Results.  
The industry was at its wit's end. Something had to be done and that quickly or the investment of millions of dollars would be jeopardized. In fact, the industry was facing bankruptcy. Accordingly, representative manufacturers met in Tulsa in April, 1921, to review their troubles and if possible make some plans for the future which would raise the industry to the plane it had a right to occupy. The outcome of this meeting was the organization of the Association of Natural Gasoline Manufacturers.

One of its first moves was to issue a set of standard specifications for straight, unblended natural gasoline and for blended motor fuel. These specifications made it possible for the refiner to buy the particular grade that best suited his requirements and has much to do with the quick restoration of natural gasoline to popular favor. Particularly is this true of blends which are today meeting with the favorable consideration they deserve. These specifications suited the needs and conditions at the time they were issued but on account of changes in conditions, it was found necessary to revise them slightly. Accordingly its specifications committee issued new specifications effective December 1, 1922, which are being sent broadcast over the country to supersede the original specifications.

The term "Natural Gasoline" was created and adopted by the association to cover all gasoline manufactured from natural gas whether by compression or absorption methods. The terms "compression" and "absorption" are now used only to designate the two general classes under the head of "Natural Gasoline."

The association as a unit has carried on an extensive educational campaign and some very effective work among refiners has been done by individual manufacturers. In many cases at the request of refiners they have sent experienced men to assist in outlining the most satisfactory methods for handling this product. The organization has also done much to discourage the sale of inferior blends and highly volatile straight natural gasoline.

Refiners Become Converted.  
During the two years of 1921 and 1922 more refiners were converted to the use of natural gasoline than during any previous five-year period. The experience of these two years has shown that in refineries properly equipped and where those in charge of the handling of this material have a full understanding of

its properties and best methods of handling, the loss can be reduced to a minimum of 1 per cent to 4 per cent. The erroneous ideas and prejudices held by many refiners against its use, developed from the knowledge that some few large users had experienced tremendous losses, that would have been ruinous to the ordinary refiner. In condemning the use of the product they have failed to take into consideration the fact that in every case where the results had been unsatisfactory, it had been the practice to redistill the natural gasoline in the presence of benzene and no method had been provided for recovering the vapors that were not condensed in the ordinary refinery operation.

Not long ago, refiners, almost universally, arranged their cuts according to their gravity requirements and while it depended altogether upon the particular crude they were running, in many cases it was necessary to cut considerably below the end-point allowed, in order to make the required gravity. Now they are able to cut for end-point only and build the gravity up by the addition of a small percentage of natural gasoline. From many circles it is possible, by operating in this manner, to take off a thin cut of high gravity, low end-point, straight run, usually 63-70, which is used for special purposes and commands a premium price. This method assures the maximum gasoline yield for skimming plant operation and has resulted in an appreciable increase over the yields obtained by previous methods.

The principal advantage to be gained by the use of natural gasoline is the raising of gravity and lowering of initial boiling points with a product less valuable than the high gravity straight run which must be left in the gasoline unless natural gasoline is used. Even though there be no cut of the high gravity taken off, there are many crudes that will produce a product too low in gravity, or with too high an initial boiling point, or both, if cut for end-point irrespective of gravity.

These facts are now well known to all refiners and account for the increase in demand for the product which has been sufficient to keep pace with the increase in production. On account of this strengthened position natural gasoline is now better able to withstand the seasonal declines than ever before.

Quite a number of large contracts for shipment over the year 1922 have already been made and from all indications the demand through the winter will be such that these products will not assume the low levels experienced in past winters. The increased production of low gravity crude, together with the decrease in production of light crude, is already having its effect on the natural gasoline market. In past years, during winter months, large quantities of natural gasoline was run to storage as there was little or no demand for it during the season of minimum gasoline consumption. This condition does not prevail at this time and it is doubtful if the slackening in demand over the coming winter months will be such as will result in large stocks being accumulated.

There are two reasons for this conclusion. First, the almost universal use of the product among refiners; second, the steady elimination of the seasonal gasoline demand. The rapid strides in good road construction and the increased use of increased automobiles will, no doubt in time, leave "seasonal demand" as a memory only.

Summing up the development of

the natural gasoline industry from its inception to the present time, we find it fairly entitled as an integral part of the petroleum industry, recognized by all branches thereof. A bright future seems assured. Great as has been the achievement of the past, natural gasoline manufacturers are not content to rest on their hard-won laurels. Rather are they the more determined that each succeeding year will find their product more firmly established in public favor. They know that their meritorious product is a necessity and a vital part of the automotive transportation of the country and pledge their very best effort to maintain the high position in the petroleum industry which it now occupies.

### Has Served Ten Prison Terms, Makes Fifth Trip to Sing Sing

NEW YORK.—George Wilson, all-around criminal, who has served 10 terms in various prisons, arrived at Sing Sing the other day and began his eleventh term. This is his fifth commitment to Sing Sing. "I know the ropes here," said Wilson as he entered the gate.

It took him several minutes to give his unsavory record to Chief Clerk Edward Hickey. Wilson admitted he has the longest prison record of anybody in Warden Lewis E. Lawes's custody. His record started with a commitment for larceny to the private reformatory in New York City in 1876. Since then he has committed grand larceny, burglary and forgery many times. This time he gets two years and two months for grand larceny.

### Smokes Pipe 44 Years; Burns Ton of Tobacco

SHERMAN, Texas.—Something new in the way of "world's records." William Pitts was the recipient of a new smoking pipe as a gift from a friend in 1878. He has been a constant devotee of the weed ever since, but has never permitted another pipe to touch his lips. He believes that he holds the long-distance record. He estimates he has smoked about a ton of tobacco in the one pipe.

### Puts Faith in Press

RICHMOND, Va.—Greater use of the church as an aid in the expansion of religion was urged by Dr. E. N. Miller, Syracuse, N. Y., general secretary of the Methodist Episcopal church here.

"We have fallen deplorably in this matter since the days of John Wesley," he said. "He would revel in use of the press if he were living, and we are to be blamed, for not using it more."

I would suggest that the best qualified man in a congregation assist the minister to prepare copy for newspapers.

Knew Its Cue.  
A man who believed he knew all about parrots undertook to teach what he thought to be a young, mute bird to say "Hello!" in one lesson. Going up to the cage, he repeated that word in a clear voice for several minutes, the parrot paying not the slightest attention. At the final "Hello!" the bird opened one eye, gazed at the man, and snapped out, "Line's busy."—The Congressionalist.

### ZAHAROFF HOLDS PLACE OF POWER

Richest Man of Europe Is Said to Have Lost 60 of His 100 Million

LONDON.—Sir Basil Zaharoff, the "mystery man of Europe," who is credited with having been the richest man in Europe and the power behind innumerable international deals and diplomatic barter, is reported to have suffered severe financial losses. Sir Basil's financial losses since the war are rumored to have been as high as \$60,000,000, a considerable blow even for a Zaharoff.

The "mystery man of Europe" came into prominence during the recent Greek debacle, when it was reported that he was coming to London to confer with Lloyd George. London newspapers immediately opened a campaign against Sir Basil, charging that he was partly responsible for Great Britain's lending moral aid to the Greek adventures in the near east.

When the war broke out it was reported Sir Basil was worth nearly \$100,000,000, now it is said that his fortune has shrunk to \$40,000,000, and he continues to incur heavy losses in the shipping industry.

During the war Sir Basil acquired heavy shipbuilding interests and it was reported that this unknown Greek, who has moved with mystery in high European circles for many years, was taking upon himself the task of repopulating the seas, which had been devastated by submarines. The sudden end of the war and an overproduction of ships cost "the mystery man" heavily.

There are also reports that millions of Zaharoff francs were lost at Monte Carlo. It is understood that he obtained control of the Casino at Monte Carlo during the season of 1918-19—a season when most of the world was busy in making peace and recouping war losses. Since 1918-19 Monte Carlo has not been a paying venture.

Banks which Sir Basil is interested in have had to share the world financial depression. The flames of Smyrna licked up more of Zaharoff's money, it is reported. Despite these heavy losses, "the mystery man" apparently has no intention of taking his remaining millions and retiring, for it is reported that he has now become a financial power in Rumania and is backing many of the successful ventures of the Rumanian government. It is also reported that he is actively engaged in negotiations for Russian oil concessions.

Though he may have lost heavily, Sir Basil Zaharoff is still a wealthy man, a power in Europe, who puts about his kitchen making wonderful salad dressings and then meets diplomats secretly and makes agreements that must shape the course of the world.

Presto Change!  
"Hello! Hello! Is this you, Mac?"  
"Aye."  
"Is this Mac MacPherson I'm talking to?"  
"Aye; speakin'."  
"Well, Mac, it's like this. I want to borrow \$50—"  
"All right. I'll tell him as soon as he comes in."—Monitor.

### Days of "Rube" Are Gone; Farm Lures College Men; Women Attend Convention

CHICAGO.—"It takes brains to run a farm."

Mrs. W. G. Jamison's recipe for successful agriculturists is demonstrated by the number of college men who have taken up farming as their life work. Mrs. Jamison's authority is based upon the fact that she manages a 500-acre ranch in La Veta, Colo. She was a delegate to the American Farm Bureau Federation convention this week.

The farmer pictured as a "rube" with a whip of hay between his teeth, is as old-fashioned and as out-of-date as a square dance at a flapper hop, among the federation delegates. In fact, the rustic type is extinct everywhere except in the films, according to J. R. Howard, president of the federation.

"Twenty-eight per cent of the 400 delegates to the federation convention are university and college graduates," Mr. Howard declared.

"There's Carl Brooman an Oxford man, who runs a farm near Bloomington, Ill." Mr. Howard began casually. "By the way he is a former assistant secretary of agriculture and has written a number of books on farming and railroads."

"Mr. Brooman, however, insists upon being classed as a 'dirt farmer,' apparently more proud of his agricultural achievements than his literary work."

Oxford Accent Is Lacking.

"Farming is 'interlocking,' there's nothing monotonous about it," the Oxford man replied without a trace of Oxford accent.

Then Mr. Howard introduced O. B. Bradfute, Xenia, Ohio, sheep breeder. "Mr. Bradfute, what's your college?" Mr. Howard asked.

Ohio State" came the response.

Mr. Bradfute has not let his farming interfere with his educational interests. He has been a member of the university's board of trustees for 20 years. It was learned when he introduced another Ohio State man in George Livingston Ph.D., who operates a farm at Union City, Ind.

Even football stars have a chance to make good at farming after they leave college. Harvey J. Scence, who owns and lives on a 2,500-acre farm at Sidell, Ill., was pointed out as one of the great players in Illinois university's pearly pink days.

Mr. Scence, instead of taking time to be interviewed, merely referred to his latest book, "The Romance of Everfarm," as embodying all the arguments he could muster to keep the boys and girls "down on the farm."

An intentional authority on genetics and a collaborator with Luther Burbank, Mr. Scence has represented the United States in the

International Institute of Agriculture at Rome.

It was Mrs. Jamison who saw the human side of farming and ranching.

"I always buy three sets of phonograph records she began, "one for the bunkhouse, one for myself and one for my husband."

"But don't get it into your head that I employ a Chinese cook, ride the ranches, wear chaps, rope or brand a steer."

"What I'm principally interested in is making my ranch pay. When cattle cost me \$3.75 a hundred-weight and I have to sell them for \$2.75, I forget all about the romantic end of it. That's why I say it takes brains to run a farm or a ranch nowadays."

"If it hadn't been for the turkeys this year—" she continued.

"So you raise turkeys?" the query came from Mrs. George T. Crocker, owner of a turkey and pheasant farm on Cape Cod.

The talk became highly technical. Mrs. Jamison relating her troubles with coyotes stealing her fowl, while Mrs. Crocker told of a thieving fox.

"Farming certainly isn't what it used to be," Mr. Howard concluded.

Neglected Resources.

Hindu sages held that no one using his child's resources need be bereft of happiness.

Post Moody said that "the adventures of the mind are beyond all compare more enthralling than the adventures of the senses."

Conrad Marlow was "always chasing some notion or other round and round his head just for the fun of the thing."—Boston Transcript.

### TIDAL WAVES FORM GREAT SPECTACLE

People of Hawaii Fear But Enjoy Display of Force of Ocean

HONOLULU.—Tidal waves most parts of the world are called clysmes. In the Hawaiian Islands, however, they are regarded as spectacles of surpassing sublimity—pieces of a nature simultaneously to be feared and admired.

Almost at the same time that a disastrous quake and resultant tidal wave were wreaking havoc in China, a similar performance, without a tragic aftermath, was being staged in the Pacific, some 8,000 miles to the northeast, on the island of Hawaii, at Hilo, the second largest city in the Hawaiian Islands group.

The nine tidal waves which swept over part of Hilo within three hours of each other were so accommodated as to give most of the inhabitants plenty of time to get to elevated positions to enjoy the spectacles. Further, the waves washed ashore immense quantities of fish which the island children raised as to give most of the inhabitants plenty of time to get to elevated positions to enjoy the spectacles. Further, the waves washed ashore immense quantities of fish which the island children raised as to give most of the inhabitants plenty of time to get to elevated positions to enjoy the spectacles.

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## The Tower Gasoline Company

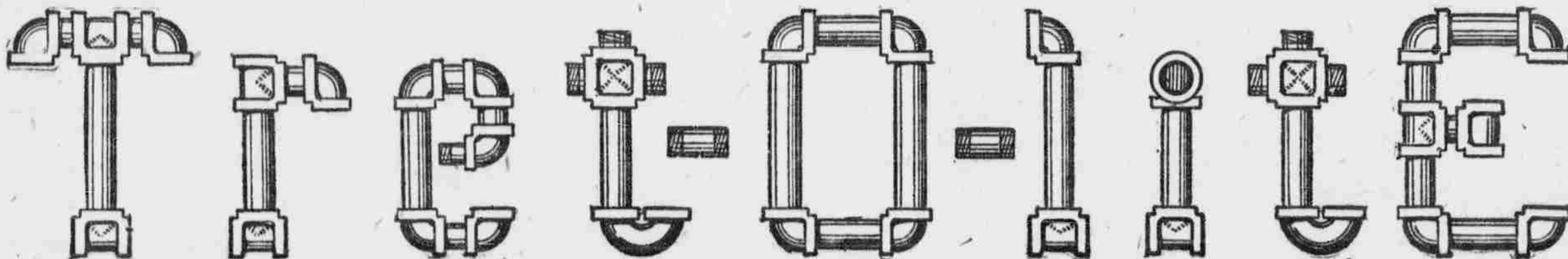
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